



AMERICAN MEMBRANE TECHNOLOGY ASSOCIATION
2005 SYMPOSIUM



What is ANCI?

ANCI, the National Association of Independent Builders (AN CI), is made up of a cross-section of medium to large size construction entities providing any and all construction capabilities.

What is the Purpose of ANCI?

ANCI represents, advises and provides lobbying services to its members to all governmental authorities, domestic and international, and to all kind of private and public entities.

Services Provided by ANCI to its Members:

ANCI provides the following services, among others:



· **The ability to negotiate with governmental entities as a group, defending the interests of its members such as;**

- **Update and follow the trends and cycles of the building sector;**
- **Legal and technical advice in all matters of common interest;**
- **Represent their interests in forums, which otherwise they would not have access (as individual entities) and in conventions;**
- **Defend their interests in conflicts involving governmental entities, which might have an impact on ANCI;**
- **Provide information on legislation, both national and international, affecting their interests;**
- **Provide public relations; and**
- **Create Work Groups on matters of interest and business opportunities analysis.**



ANCI companies

- **ANCI members are medium to large size construction companies in Spanish ranking. They are engaged in all types of civil engineering projects by government entities.**
- **In recent years they had more than a 25% quota in Spanish Public Administration adjudications. The invoicing volume has grown spectacularly.**
- **ANCI members civil engineering projects: Highways, runways, high speed railroads, airports, ports, large bridges, operation of toll highways concessions. Water projects: They are specialists in the construction of dams, dikes, canals, pipe conductions and water treatment projects as potable water purification plants, residual water treatment plants. They have taken part in the construction of salt removal plants in the Canary Islands and in the Mediterranean coast.**



MEMBERS	BUSINESS VOLUME	EMPLOYEES
	2004*	2004
Aldesa Construcciones, S.A.	€528M	1,050
Alpi, S.A.	€47M	118
Altec Empresa de Construcción y Servicios, S.A.	€77M	271
Azvi, S.A.	€217M	717
Begar, S.A.	€305M	3,419
Cimsa, S.A.	€118M	192
Brues y Fernandez Construcciones, S.A.	€254M	254
Constructora Hispánica, S.A.	€292M	980
Copcisa, S.A.	€204M	601
Copisa, S.A.	€340M	1,301
Cyopsa-Sisocia, S.A.	€80M	175
Joca Ingeniería y Construcciones, S.A.	€152M	592
Lubasa, S.A.	€342M	1,500
Marcor Ebro S.A.	€42M	127
Peninsular de Contratas, S.A.	€64M	215
Ploder, S.A.	€234M	455
Probisa Tecnología y Construcción, S.A.	€140M	873
Puentes y Calzadas, S.A.	€167M	675
Rover-Alcisa	€77M	160
Rubau, S.A.	€152M	675
Sando, S.A.	€402M	1,114
Sarrión, S.A.	€90M	204
S.A. De Obras y Servicios, Copasa	€242M	698
Sogeosa. Sociedad General de Obras, S.A.	€32M	96
TOTAL	€4598M	16,462

*: €MILLIONS



ANCI members contact information

MEMBERS

Aldesa Construcciones,S.A.
Alpi, S.A.
Altec Empresa de Const. y Servicios, S.A.
Azvi, S.A.
Begar, S.A.
Brues y Fernandez Construcciones, S.A.
Cimsa, S.A.
Constructora Hispánica, S.A.
Copcisa, S.A.
Copisa, S.A.
Cyopsa-Sisocia, S.A
Joca Ingeniería y Construcciones, S.A.
Lubasa, S.A.
Marcor Ebro S.A.
Peninsular de Contratas, S.A.
Ploder, S.A.
Probisa Tecnología y Construcción, S.A.
Puentes y Calzadas, S.A.
Rover-Alcisa, S.A
Rubau, S.A.
Sando, S.A.
Sarrión, S.A.
S.A . De Obras y Servicios, Copasa
Sogeosa -Sociedad General de Obras, S.A.

WEB PAGES

www.aldesa.es
www.construccionesalpi.es
www.altec.es
www.azvi.es
www.begar.es
www.bruesa.com
www.grupo-sanjose.com
www.constructorahispanica.com
www.copcisa.com
www.grupocopisa.com
www.cyopsa.es
www.joca.es
www.lubasa.es
www.marcorebro.com
www.peninsulardecontratas.com
www.ploder.es
www.probisa.com
www.puentes.com
www.roveralcisa.com
www.rubau.com
www.sando.net
www.sarriónsa.es
www.copasa.es
www.sogeosa.es



A.G.U.A. Program

Introduction

•Spain's annual rainfall is very irregular; while in the North the rainfall rate is approximately 1,491 liters per square meter, the Mediterranean area has a rainfall rate of approximately 348 liters per square meter.

Desalination capability

- There are 900 desalination plants in Spain.
 - Current capacity of the existing desalination plants is 1.45 million cubic meters.
- The desalination capability has tripled since 1995.
- At the end of A.G.U.A. Program, no later than December 2007, the desalination capability of the system will reach 3 million cubic meters per day.



Desalination plants distribution by capacity in 2004:

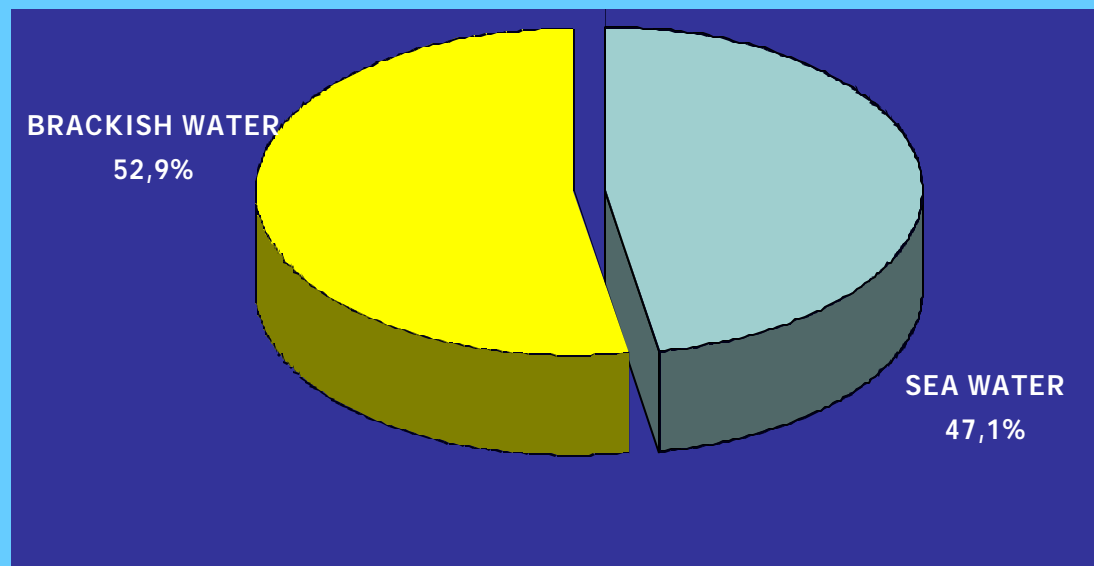
<u>CAPACITY IN CUBIC METER/DAY</u>	NUMBER	%
<500	425	47.2
500-999	192	21.3
1.000-1,999	126	14
2.000-4,999	90	10
5.000-9,999	28	3.1
10.000-20,000	23	2.6
>20,000*	16	1.8
TOTAL	900	100

*Carboneras desalination plant capacity is of 42 cubic Hectometer/Year.

Information Sources of Presentation: AEDyR



The division between desalination of sea water and brackish water in the system is as follows:



Information Sources of Presentation: AEDyR



Spanish Water Policy

- **Spanish richest agriculture and tourism regions are located in the Southeast, and they have an increasing water necessity.**

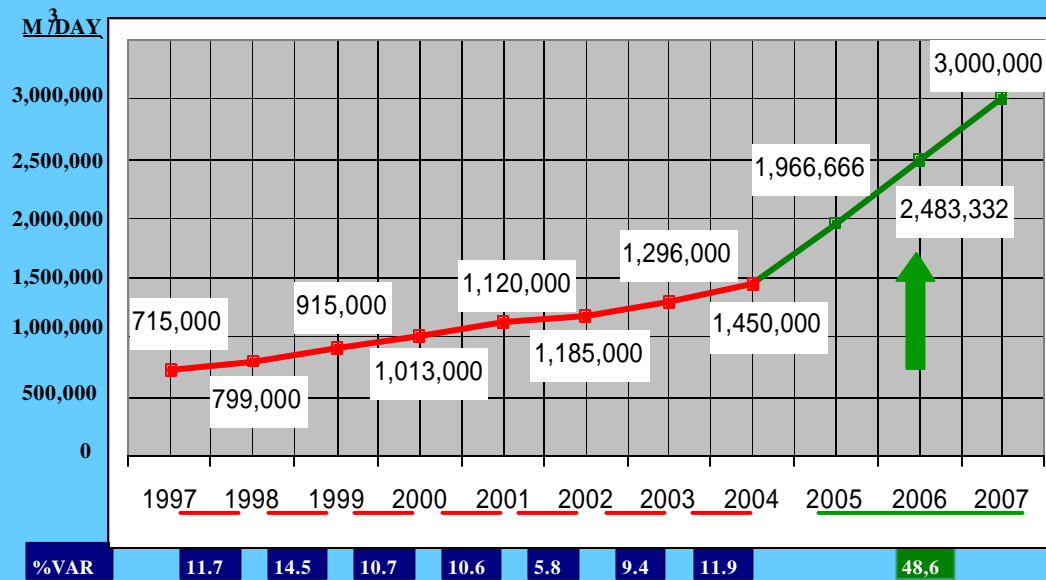
• **The Government has rejected the possibility of diverting water from one river basin to another one, and has decided to set up at least 20 sea water desalination plants. Environment Ministry will contract and operate these plants by inviting tenders for construction or for construction and operation with 100% public and private capital participation. This project is called A.G. U.A. Program and it will be developed from 2005 second semester to 2007. Water supply will be increased a 48% by desalination process.**

ANCI members participation in A.G.U.A. program

- **A defined plan to solve water problems did not exist before A.G. U.A. program. Previously, the 6 largest Spanish construction firms built desalination plants with their own subsidiaries specialized in desalination. They are not ANCI members.**



Evolution of the Operating Desalination Capacity:



* CUBIC METER BY DAY

ESTIMATED

Information Sources of Presentation: AEDyR



- The desalination process in Spain is carried out through reverse osmosis.

Spanish desalination business volume:

	2001-----	€299M
	2002-----	€307M
	2003-----	€329M
	2004-----	€360M
ESTIMATED	2007-----	€535M

	2001-2004-----	+3.3%
	2002-2003-----	+6.5%
	2003-2004-----	+9.1%
ESTIMATED	2004-2007-----	+48.6%



•Now there is a different situation as a result of the A.G.U.A program , the desalination market has increased exponentially in a very short term.

•ANCI companies have decided that this is the moment to compete for these new projects with partners with the ability to provide technical support and proven experience, in the most interesting contractual form.

•We are in this interesting congress, hoping that it could help in conversations, that will take place, during your visit to Spain on September 21-22.

•We thank the USA Embassy Counselor, Jim Wilson for the invitation to this well organized congress and to its participants for listening to our presentation.



LEGAL REGULATION

1. Which regulations are applicable to service/work contracts?

- European Union public contracting, coordination, and procedural regulations.
- Spanish Kingdom Laws and regulations .
- Administrative clauses of every contract approved by the Department of Environment.

2. What requirements must American companies comply in order to be eligible for contract with Spanish Kingdom ?

- They must be companies with the capacity to enter into contracts and be liable according to U.S. law.
- They must have necessary economic and technical solvency.
- They must have a Spanish branch and be registered in Spain.



3. Public contracting procedures:

I.- Contractor Selection.

There are two procedures:

- **Open: All companies are eligible.**
- **Restricted: Only companies chosen by the Government are eligible.**

II.- Adjudication.

Either:

· **Public Auction: Criteria based on price.**

Or:

Public Tender: According to established and arranged criteria by the technical offer (specified period, work maintenance, etc) and by the economic offer.

III.- Execution .

Meeting of deadlines.

IV.- Means of payment:

- **Certification: Monthly payments according to work executed.**
- **German Method: Payment on completion.**
- **Concession: Established periodical payments while concession is exploited by the company.**



**PASEO DE LA CASTELLANA 119, 2 DCHA
28046 MADRID (SPAIN)
TLP: (34)-91-5550539/FAX:(34)-91-5554005
E-mail: anci@ancisa.com
Web site: www.ancisa.com**